



# Andrew Manuel

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**Devon**

with full UK & International travel

## Overview:

Andrew brings over 30 years of operational & coaching experience. He'll find out what you want, throw in a mix of ideas then get you quickly having a go to see what practically makes a difference. You'll identify mindsets that are driving your current approach, try out new processes that guide your thinking & play with different behavioral styles – all to drive the results you want. And if it's a Thinking space™ you need, then be ready for a session of creative thinking that will fill a room full of ideas to help you move forward.

## Coaching Examples

- ✓ Thinking Space™ (Strategy) – Head of Customer Services
- ✓ Personal Effectiveness – Operations Director
- ✓ Sales Performance – Regional Mortgages Manager
- ✓ Influencing & Personal Brand – Head of Function (Change)
- ✓ Commercial Visit Strategy – Local Director
- ✓ Operational Impact & Effectiveness – Business Performance Manager
- ✓ Motivational Team Meetings – Senior Manager
- ✓ 'In the moment' 1-1 feedback & development – Local Director

## Specialisms:

Shaking up 'autopilot' approaches to drive new levels of performance. Motivation. Communication. Influencing. Leadership & Management. Stakeholder Management. Sales. Facilitation. Training design & delivery. Thinking Skills. Change.

## The Paperwork, Training & Memberships:

- Master Practitioner of Neuro Linguistic Programming (MNLNLP)
- NLP Coach
- Myers Briggs Type Indicator Certified
- Good Boss Certified
- Associate member of the CIPD

## Client work from mid-level to Exec:

Toshiba, Brittany Ferries, Lloyds Banking Group, Britvic, Business in the Community (ProHelp), Gullivers Theme Parks, BMT Group (international design & engineering), Plessey Semiconductors, Mitchells & Butlers, LV (Liverpool Victoria), Lloyds Pharmacy, Clarks Shoes, Tearfund, Business West & Northern Arc, The Benfield Group (now part of Aon), Royal Sun Alliance, Tesco

## Career History:

- 2010 - present Associate at Spring
- 2008 – present Associate Director Coloured Square Ltd
- 2000 - present Owner and Director of 3D Learning Ltd
- 1999 Management Development Consultant – Somerfield
- 1998 Regional Trainer – Somerfield
- 1992-97 Store Manager – Somerfield
- 1980-91 Store Management – M&S (multiple roles, sites & departments)

## Other things you should know...

Andrew is described as commercial, calm, high in integrity, with sound judgment and an eye for detail! He loves developing people. Supports both Arsenal and Argyle as he now lives in Plymouth. He's married with two sons one of whom has Down Syndrome. He enjoys speed on his jetski (mid life crisis!) and the white stuff found in the Alps. And he's into drumming and all things percussion.